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C A T A L O G U E

ALBERTA

INVESTMENT

MATCHING

SERVICE

OF ALBERTA

Alberta
CANADA 

INVESTMENT MATCHING SERVICE OF ALBERTA

Message from the Minister

CANADIANA

SEP 20 1991

Just one year into the 1990s, Alberta is poised for another decade of significant economic expansion. Investor confidence in our province — and our diverse opportunities — continues to be a leading reason why.

Indeed, Alberta is known worldwide as a stable and profitable location for investment. The province continues to enjoy per capita levels of investment that exceed the national average. And today, our traditional strengths are enhanced by new and more secure access to the United States marketplace.

This edition of the **Alberta Investment Opportunity Catalogue** lists opportunities which will be of interest to a broad range of investors. From manufacturing to petrochemicals, industrial products to telecommunications, our province offers a world of investment potential.

Starting with this issue, we are including sectoral profiles providing an overview of Alberta's tourism and forestry sectors. As a special feature, the Independent Petroleum Association of Canada has presented a profile of investment opportunities in Canada's oil and gas industry. We know current information is important to readers; recent indicators of Alberta's economic performance are also highlighted.

The first edition of this catalogue met with enthusiastic response from investors around the globe. I hope you, too, will find it a convenient one-stop guide. Opportunity listings are now cross-referenced in the back of the Catalogue for ease of use.

Please let us know of your specific investment interests. I am confident we can open Alberta's door of opportunity to you.



A handwritten signature in dark ink that reads "Peter Elzinga".

Peter Elzinga
Minister
Alberta Economic Development and Trade

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Recipients of this Alberta Investment Opportunity Catalogue are reminded that the issuance of securities and any acts of furtherance of trades in securities are subject to, among other things, the Securities Act of Alberta. The Government of Alberta assumes no responsibility for ensuring compliance with the applicable statutory requirements and participants are urged to consult with their advisors to ensure that their activities are conducted in accordance with the applicable statutory requirements.

The Government of Alberta, its agents and employees, assume no responsibility or liability for the form or content of the information which has been provided by the applicable company and/or organization, contained in this Catalogue or for its use. The Catalogue is not to be construed in any way as constituting an investment recommendation, joint venture or licensing offering, or an endorsement, but is an information service only.

INVESTMENT MATCHING SERVICE OF ALBERTA

Alberta Investment Opportunity Catalogue

The Alberta Investment Opportunity Catalogue is a publication issued by the Investment Matching Service of Alberta (IMSA), of Alberta Economic Development and Trade.

The purpose of IMSA is to identify and inventory growth-oriented investment opportunities in Alberta, and to promote these ventures to domestic and international investors.

Investment opportunities and investors are registered in the computer matching program to provide a systematic two-way flow of referrals. A counselling service is also available to assist Alberta entrepreneurs develop business plans and promotional materials.

If you are interested in registering, either as an investor or as a company seeking capital, please complete the form at the back of this publication. For those investors wishing to acquire a specific investment opportunity "Acquisitions Wanted" outline guide forms are provided in our investor registration package.

Should you want your company's opportunities to appear in this catalogue, please send IMSA copies of your listings on official letterhead. Any inquiries will be directed to your designated contact person.

Direct Inquiries to:

Investment Matching Service of Alberta
Alberta Economic Development
and Trade
Sterling Place
9940 – 106th Street
Edmonton, Alberta
T5K 2P6
Canada

Phone: (403) 422-6236

Fax: (403) 422-9319

INVESTMENT OPPORTUNITIES IN CANADA'S OIL & GAS INDUSTRY

The Independent Petroleum Association of Canada (IPAC) is a trade association representing the interests of Canada's independent crude oil and natural gas explorers and producers. Founded in 1960 with 18 member companies, IPAC currently has 170 producer members.

The shares of most member companies of IPAC are listed on one or more Canadian stock exchange. Many IPAC members also list their shares outside of Canada, in particular on the New York, American and London stock exchanges.

Substantial investment opportunities exist in Canada's oil and gas industry. IPAC is committed to keeping the investment community informed of the economic condition of Canada's independent petroleum sector and existing investment opportunities.

Since 1989, IPAC has sponsored annual oil and gas investment seminars in Calgary. The 1991 Canadian Oil and Gas Investment Symposium will be held from June 16 – 20. The event is co-sponsored by the provincial governments of Alberta, British Columbia and Saskatchewan. Fifty-two Canadian oil and gas companies will present their corporate story to an audience of 150 international and domestic investment decision-makers.

IPAC member companies range in size from virtual "start up" operations to companies with assets in excess of \$2 billion. Many Canadian independent oil and gas companies have grown from modest beginnings to substantial corporations through exploratory success, acquisitions, or both.

The management of most independents, both large and small, have a direct interest in the success of their operations through ownership or performance incentives. Management of these companies is typically entrepreneurial, adaptable to changing conditions, and committed to the rapid growth of their companies through active reinvestment programs. These entrepreneurs promote:

- timely project cash flow;
- low finding and operating costs;
- rapid recovery of project investment; and
- attractive after tax rates of return.

In order to maximize shareholder value, independent companies typically reinvest a high percentage of their available cash flow and seek supplementary capital to further enhance expansion.

Additional capital is sought through a range of alternatives including long and short term borrowing, equity markets, joint venture funding and other forms of participation financing. This need for new capital creates a spectrum of opportunities for investors seeking a reasonable return on investment with various risk profiles. The Petroleum Monitoring Agency reports that in 1988 the oil and gas industry raised over \$2.3 billion of new equity capital in Canada and abroad, and in 1989 over \$2.8 billion was raised.

For more information on the 1991 Canadian Oil and Gas Investment Symposium, write Gerry Protti, Executive Director, IPAC, 700, 707 – 7th Avenue S.W., Calgary, Alberta, T2P 0Z2, Canada or call (403) 290-1530.

INVESTMENT OPPORTUNITIES IN ALBERTA'S TOURISM INDUSTRY

There's never been a better time to invest in Alberta's tourism industry. A healthy economy and year-round tourism activity make Alberta a prime attraction for your investments.

Tourism is Alberta's third largest industry, full of growth opportunities. Now worth \$2.6 billion annually, the tourism industry employs 100,000 people on a full and part-time basis. For several decades, tourism has thrived in this vast and spectacular province.

As a province blessed with scenic natural resources and energetic people, Alberta holds many opportunities. The tourism sector offers great variety ... from the enchanting Rocky Mountains to the lively cities of Edmonton, home of West Edmonton Mall, and Calgary, home of the Calgary Stampede and the 1988 Olympic Winter Games. Alberta is known worldwide for its age-old culture and history. Two famous examples are the Royal Tyrrell Museum of Paleontology where the prehistoric world of the dinosaur comes alive and Head-Smashed-In Buffalo Jump where the ancient lifestyle of Canada's natives is relived.

Because there is so much variety in Alberta's tourism industry, the province's tourism infrastructure is also diverse. With the support of government, industry and a strong tourism association, Alberta promises long-term economic growth. Strategists are paying particular attention to human resources, regional planning and targeted marketing.

There's never been a better time to invest. Investment is welcomed in many new tourism ventures.

For complete information, contact Alberta Tourism, 6th Floor, CityCentre Building, 10155 – 102nd Street, Edmonton, Alberta T5J 4L6, Canada, Telephone: (403) 427-4368, Fax: (403) 427-2852

DEVELOPMENT OPPORTUNITIES IN ALBERTA'S FOREST INDUSTRY

Two-thirds of Alberta is covered with forest. Almost all of this is publicly owned. The vast resource base, coupled with the availability of long-term forest tenure and stable government timber policy, has made capital investment attractive for a large number of forest resource-based industries.

Alberta's forest industry includes pulp and paper producers, sawmills and remanufacturing facilities, and panelboard plants. Sustainability is a key feature of growth in the forest industry. Alberta's resource management programs, particularly the priority on forest renewal and protection, ensure that our natural resources will remain healthy for future generations.

The high quality resource, low cost of delivered wood, low cost power and gas, and an excellent transportation infrastructure have led many investors to Alberta's forest product industry. While softwood timber (lodgepole pine and white spruce) dominates the industry, new applications have increased the demand for native hardwoods, especially the aspen found extensively in Northern Alberta. A number of companies are now producing hardwood pulp and structural panelboard.

The pulp and paper industry, which is relatively new to the province, comprises four bleached kraft mills (one under construction), two bleached chemi-thermo-mechanical pulp mills, and one newsprint mill. Two mills use recycled and waste fibre to produce building products; a tissue and toweling mill using recycled materials is currently under construction. Investment opportunities in this sector include the development of existing unallocated resources in northern Alberta with

greenfield pulp and paper facilities or investments associated with existing mills and possible mill expansions.

Alberta's sawmill industry contains over fifty commercial mills. Traditionally, products have focused on dimension lumber for the North American residential construction market. More recently, attention has been turned to profitable offshore markets where joinery and millwork grades of Alberta spruce and pine command a premium price. Attractive equity opportunities include the purchase of and investment in, facilities that need new equipment and marketing expertise to supply the European and Japanese solid wood markets.

Alberta also has a number of manufacturing plants that resaw primary lumber into specialized sizes and grades for resale. Here, investment in existing mills or in new mills provides an opportunity to participate in a growth industry. Finally, there are opportunities for industrial investments based on the use of residues and by-products from the sawmill industry.

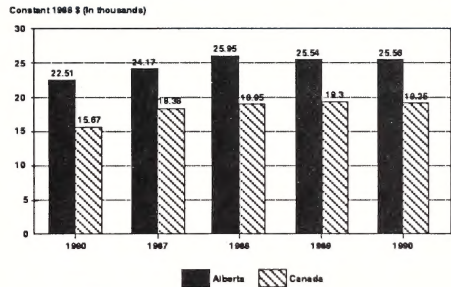
Because of the complexity of forest products investment, it is recommended that early in their investigations, investors contact the Executive Officer, Forest Industry Development Division, Alberta Forestry, Lands and Wildlife, 930, 9942 – 108 Street, Edmonton, Alberta, T5K 2J5, Canada, Telephone: (403) 422-7011, Fax: (403) 427-5299

ALBERTA ECONOMIC INDICATORS

Alberta's economy continues to outperform the other Canadian provinces. Estimates place Alberta's real GDP growth at 2 per cent in 1990 whereas for the rest of Canada, GDP is expected to have declined. Also, the provincial economy is expected to outpace the rest of Canada during the challenging years of 1991 and 1992.

Many positive factors, such as the favourable outlook for the oil and gas sectors, will continue to contribute to strong investor confidence in Alberta's future. Moreover, retail sales, an important indicator of consumer confidence, have been increasing. In addition, the province's unemployment rate remains below the national average.

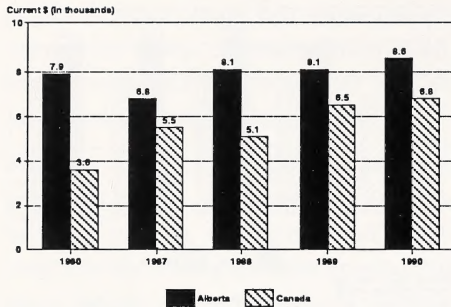
Per Capita Real GDP at Factor Cost



*Estimate only for 1990 data
(Source: Statistics Canada)*

Per capita real GDP (see chart above) shows that Albertans generally continue to enjoy a level of wealth higher than the national average — \$25,560 per Albertan versus \$19,250 nationally. For both Alberta and Canada, these figures have increased significantly from 1980 to 1990 which indicates a healthy, expanding economy.

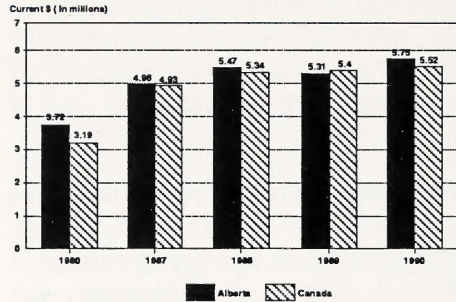
Per Capita Investment (Private & Public)



Estimate only for 1990 data
(Source: Statistics Canada)

Public and private investment in Alberta have been instrumental to the economic growth of the province. On a per capita basis (see chart above), investment in Alberta has been substantially higher than the national level. This reflects strong activity in the resource based sectors as well as the overall health of the provincial economy. For 1991 and 1992, the outlook for investment is strong.

Per Capita Exports of Goods



Estimate only for 1990 data
(Source: Bank of Canada Review
& Alberta Bureau of Statistics)

The per capita export figures (see preceding chart) for Alberta and Canada are similar. The primary destination for these exports is the United States. The high value of the Canadian currency against the American dollar and the waning of business conditions in North America somewhat dampened non-energy exports in 1990. In contrast, the outlook for oil and gas exports, Alberta's major exports, remains favourable.

ACQUISITIONS WANTED

#99041 **Oil & Gas Service**

This Canadian based company specializes in products and services used in the oil and gas industry. The company's core business today is based in Western Canada, with a strong presence in Alberta, servicing products used for the exploration, production and gathering of oil and gas.

The company's new strategic plan is designed to aggressively pursue complementary established and new product lines. The company will target these products at specialized markets in Canada as well as internationally, where technology, innovation, service and quality are rewarded by strong business growth.

The company has a diverse and experienced management team, is well financed and is traded actively on the Toronto Stock Exchange. Acquisitions may be made through outright purchase, joint venture or technology transfer arrangements. The company has a strong marketing presence and is well known throughout the gas and oil industry.

Acquisition companies of interest would currently have sales in the \$10 – \$20 million range and would be able to provide a five year business plan including pro forma statements, market potential, corporate structure and a current clientele list.

#99089 **Venture Seed Capital**

This investment group is interested in providing seed capital funding for new Alberta ventures. Of particular interest are emerging

companies that are unique and proprietary or those that use advanced applications of developed technologies.

The principals of the business venture must be innovative, capable people with a vision, have a realistic business plan and the ability and commitment to reach defined objectives. Suitable ventures must have the potential for early growth, reasonable profitability and be able to provide the investment group with a satisfactory return relative to risk.

In addition to funding, this investment group provides an established, experienced business network capable of providing advice and assistance during the start-up phase of a new venture. It is prepared to commit to a maximum of \$200,000 for each venture and is willing to be the sole investor or co-venture with other investors.

#99004 **Venture Seed Capital**

This Edmonton based public company (listed on the Alberta Stock Exchange) is interested in acquiring operating companies to add to the two subsidiaries it is currently operating. The company's strategy is to build a diversified portfolio of operating companies in western Canada. Growth-orientated ventures requiring a minimum investment of \$500,000 will be considered.

The company has an experienced management team, is well financed, has connections in the venture capital industry and is seeking acquisitions on the following basis:

1. Company must have a successful operating history.

2. Company must have fixed assets.
3. Company must have senior management willing to stay and participate with the growth of the parent company.
4. No start ups.
5. No high tech ventures requiring high specialization.
6. No bail-out situations.

The company is interested in talking to the owners of small to medium sized Alberta businesses who would like to become part of a larger operation. Should you wish to realize some capital gain from the growth of your business now, but be willing to stay and run your business to achieve further growth as part of a larger public company, please contact IMSA.

#99100 Venture Seed Capital

This privately owned, Alberta company provides capital to investee companies exhibiting significant growth and interim cash flow potential. It invests in a broad range of industries via companies at various stages of development; manufacturing or service companies requiring expansion or acquisition financing are preferred. Investments tend to be in the \$1 million to \$5 million range.

Growth capital will be provided through equity and/or subordinated debt. The internal source of funds permits this company to tailor investments to suit the particular investee company. In addition, this company brings management and financial expertise to the board of directors of investee companies through an experienced board nominee. This company has a strong management team which is further

strengthened by affiliation with several leading operating companies in resource and other industries.

Preference will be given to well managed companies with a balance of financial, marketing and operations skills. A detailed five year business plan describing, among other things, the investee company's financial and corporate history, current operations, market niche and projected financial statements will be required.

Companies interested in pursuing the above investors are asked to contact the Investment Matching Service of Alberta to arrange introductions.

620 **Manufacturing — Custom Printed Bags**

This Lethbridge based company, established in 1982, manufactures polyethylene plastic film. The film is marketed in the form of rolled tubing and sheeting, and various types of plastic bags, both printed and plain, colored and clear. Markets served consist of industrial, agricultural, commercial, institutional, retail and government. The owner is seeking equity of \$1.5 million.

530 **Simulation Software**

Based in Calgary, this company is the first in the world to develop and market high performance simulation software for parallel computers. The company intends to become the world's leading supplier of software tools for parallel computer systems. Company principals are seeking \$4 million in equity funding to develop additional simulation products based on its Time Warp technology and to expand its marketing activities.

724 **Pharmaceutical Products**

Based in Calgary, this three-year-old company is devoted to the development of novel pharmaceutical products and their commercial exploitation by means of licensing out to established, full scale, pharmaceutical companies worldwide. This company seeks interested parties capable of financing the clinical trials of three products. These products are treat-

ments for acne, cold sores, genital herpes and psoriasis. Equity capital of \$2 million is being sought.

726 **Cogeneration Equipment**

This newly-formed Calgary based company plans to market energy efficient, environmentally sound equipment, technologies and services. The company seeks start-up capital to begin an extensive marketing campaign for sales of western European equipment. Equity capital of \$500,000 is being sought.

727 **Apparel/Trading Company**

This six-year-old Calgary based operation is a prominent apparel company, holding various licenses for the major sports leagues. The company seeks to complete a vertical operational expansion of the business into the U.S. and Asia. Equity capital of \$5 million is being sought, preferably from a strategic partner.

729 **Image Systems Integration**

This new Calgary based firm is a spin-off of a twenty-year-old company specializing in graphics and digitizing systems. The firm is also involved in optical disk systems and computer output microfilming. The new company will build (integrate) various sized systems for scanning, storing and retrieving data, maps

and drawings. Equity capital of \$600,000 is being sought.

741 Mainframe Performance Enhancement Software

This Edmonton based company has been involved in the development of a system software package designed to increase the performance of mainframe computers since 1987. The product gives the IBM System 370/390 users 25% faster response time and 25% greater throughput. The software package commands a high gross margin and sales are projected to be in the \$5 million range in three years. Equity of \$250,000 primarily for marketing is being sought.

743 Endarterectomy Catheter

This Edmonton based company has been in business since 1990. The principals have developed a new endarterectomy catheter to be used to remove atherosclerotic vascular obstructions. The company requires two years to complete its experimental evaluation and clinical trials of its product; sales in the \$10 million range are projected by the fourth year. Minimum equity of \$300,000 is being sought. Matching Provincial/Federal government grants are possible for the project.

747 Oilfield Sales & Service — Manufacturing

This Edmonton based company has been in oilfield sales and service since 1979. It specializes in the sales of drilling bits and mining equipment. In addition, the company has the unique expertise for retipping and replacing insert bits. Sales in 1990 were approximately \$1.2 million and sales are projected to be \$4.5 million by 1995. Equity of \$500,000 is required to increase

inventory and purchase additional equipment.

749 Quality Leisure Wear

This four-year-old Edmonton based company designs and markets quality leisure clothing. It has recently identified an opportunity to obtain high profile licenses in pro-sports for apparel marketing. Sales potential is estimated to be in excess of several millions of dollars with a return on investment of a minimum 30%—40% per annum. Either a joint venture partner or an equity investor with \$250,000 is required.

733 Video Advertising Company

This new Calgary based video advertising company has developed a unique method for assisting the public in buying and selling real estate and used vehicles. Studies indicate tremendous profitability and conservatively, an ability to capture 4% of the real estate market and 7% of the used vehicle market. A system for video tape rentals has been set up through a nation wide convenience chain. This company requires between \$300,000 and \$500,000 to launch this advertising concept.

735 Computer Assisted Learning

This new Calgary based company has the Canadian rights to the premier North American computerized assisted instructional software. A demonstration and training facility is in place. Investment of \$120,000 is being sought to assist in the marketing of the company's learning system products.

737 Banff/Canmore Resort Development

This Calgary company is in the process of developing 2,600 acres in the Banff/Canmore corridor. The development includes international hotels, world class golf courses and residential subdivisions. Initial planning studies have been completed. Investors are being sought to participate in all phases of this \$117 million project.

740 Testing and Certification Centre

This Red Deer company is establishing a neutral test facility for companies engaged in borehole measurements. These facilities will be utilized on a user-pay basis and will allow for testing, training, troubleshooting, development and the introduction of services and methods in the exploration and development of natural resources. An experienced management team is in place and two years have been invested in planning and market surveys. Equity capital of \$3.75 million is being sought to complete the drilling of the initial exploratory well.

705 Spa and Aquaculture Facility

This exploration company has located a hot water well with a geologically unique, copious, fresh artesian flow and is situated in prime recreational area along the Trans Canada Highway near Canmore. The company plans to develop this site for a spa and aquaculture facilities. An equity investment of \$3 million is being sought for well servicing and development of facilities.

742 Banff Resort Hotel

This Calgary company currently owns a Banff site with a hotel, adjacent to a high profile ski hill. The principals intend to redevelop the present hotel facility. This will result in a modern 150 suite-style hotel resort, to be operated by an international hotel operator. Equity capital of \$1.5 million is being sought.

732 Oilfield Wireline and Well Testing Service Company

This Edmonton based company has been involved in wireline services in Canada since 1976. The wireline division is the largest in Canada while the well testing division ranks in the top 3 or 4 in Canada. Current sales are in the \$7.5 million range and the company is currently operating in a positive net profit position. With the proper capital injection for working capital and expansion sales are projected to be \$16.5 million by 1993. Equity of \$1.5 million is being sought and convertible shares are being offered.

736 Lubricant Fortifier

This Edmonton based company has recently obtained the exclusive worldwide license for the manufacturing and marketing of a high quality lubricant fortifier. The product greatly improves the lubrication protection capability of conventional lubricants in conditions of high pressure, high temperature and contamination operating areas. The company will be concentrating its marketing efforts in the areas of commercial, industrial and governmental markets which are estimated to be 6.5 billion liters annually. The company is looking for an equity invest-

ment of \$400,000 to be used for product certification, marketing and promotion, and further product development.

739 Security Alarm Systems

This two-year-old Edmonton based company is involved in the engineering, sales and servicing of alarm systems. Over 65% of its sales are in fire and burglar alarms; however, it also sells closed circuit television and access control systems. The company has no debt and a solid account base is in place. Minimum equity of \$100,000 is required to enhance working capital to facilitate growth.

638 Environment Friendly Insecticides

This two-year-old Edmonton based company has the exclusive rights to manufacture a line of environment friendly insecticides. While the insecticides are effective in insect control they have no toxic effects on humans, birds, fish or animals. The insecticides are currently a best seller in Europe. Equity capital of \$500,000 is needed for the development of the manufacturing facilities.

744 Concrete Siding Tiles

This Calgary company has developed a new, maintenance free product that gives homes a real stone appearance at a fraction of the cost of authentic stone. Interlocking fasteners are embedded into the tile and no mortar is needed. Market studies indicate this product is capable of capturing a significant portion of the \$4 billion annual North American siding market. \$300,000 equity capital is being sought for additional machinery, promotional and operating expenses.

745 Kananaskis Helicopter Skiing

This Calgary company has recently obtained an Alberta government lease to conduct a combined helicopter/snowcat ski operation and associated tour boat operation in Kananaskis Country. The project location offers panoramic scenery and the highest elevation of skiing available in Alberta. The principals have extensive industry experience. An independent market study has been completed and equity capital of \$1 million is now being sought.

682 Thermoplastic Application

This Calgary company has been in operation for three years and is the leader in the application of thermoplastics. Currently they have 17 offices across Canada and have recently opened one in Mexico City. The company presently is heavily involved with an international chemical manufacturer and the Alberta Research Council. A short-term equity partner is being sought to help finance expansion into international markets and to assist in an ongoing commitment to research and development. Approximately \$250,000 is being sought.

738 Electric Golf Club Fitting Machine

Based in Brooks, Alberta, this five-year-old company assembles golf clubs to supply retail stores and pro-shops in western Canada. The company has developed an electronic golf machine which assists in the fitting golf clubs to an individual. The machine is unique in electronically identifying club length, weight, loft, lie and shaft etc. required to fit the

physics of the individual. The company has interested parties in purchasing the machine in Canada and the United States. Equity capital of \$100,000 is being sought.

748 **Glacier Ice**

This three-year-old company is located in the Banff vicinity of the Canadian Rockies. Since its inception, it has designed the process, secured the rights and established markets for glacier ice. Present mining capacity enables the company to produce 660,000 units of high elevation glacier ice which translates into approximately \$2 million in sales. Equity of \$400,000 is being sought to build up inventory and implement the marketing plan.

667 **Aircraft — Military and Cargo Shipping**

Based in Calgary, this four-year-old company has been engaged in development of a unique aircraft based on NASA lifting body technology. The vehicle, which incorporates innovative technology, will find a wide variety of applications in cargo shipping. A leading Fortune 500 company is a participant with several government agencies. A minimum of \$200,000 equity capital is required to complete financing of a \$1 million prototype to be built during the next year.

669 **Anti-Bleeding Drug**

This four-year-old biotechnology company is on the leading edge of drug development with a peptide compound which has demonstrated up to a 60% reduction in bleeding time in animal trials. The market for this product, is estimated to exceed \$300 million annually and a synthetic vaccine is

being placed in phase I clinical trials at the Walter Reed Hospital in Washington, D.C. Equity of \$750,000 is required to be combined with government grants for further product development.

678 **Fingerprinted "Smart Cards"**

This Edmonton company has been developing a personal identity security chip for two years. The "Smart Cards" involve microchips for credit cards, passports, travel visas, health care systems, and other forms of documentation where fraud may be suspected. Presently \$250,000 of equity and \$149,000 in grants and tax credits has been invested in the project. Additional equity of \$250,000 is required to complete the development work.

684 **Industrial Fabricator/ Contractor**

This Edmonton based company has been in the contracting business since 1984. They have specialized in the installation of piping systems and structural steel projects for the petrochemical industry throughout Western Canada and the Northwest Territories. Recently, the company built a 14,000 square foot fabrication facility to supply field project requirements for its own use and that of other contractors. The new facility can handle both union and non-union contracts. Equity of \$300,000 is required for additional working capital.

696 **Communication Equipment for Harsh Environments**

Based in Calgary, this four-year-old company manufactures hard-wired communications equipment for a variety of applications including the petrochemical and

resource industries. Its specialty is in the design and manufacture of communications equipment for use in explosive atmospheres. \$500,000 equity investment is being sought to assist in funding the improvement, development, and marketing of its products internationally.

697 Battery Recharging System

This young company is ready to begin full production of a unique battery maintenance/recharger from its location in Black Diamond, Alberta. Some of these recharger systems are now being used at various large government installations among other locations. Users are pleased with the results the equipment has produced in terms of cost effectiveness, enhanced equipment performance, and increased safety. Equity capital of \$200,000 is required to expand production.

703 Steel Fabricator

This Edmonton company has been manufacturing steel products since 1977. It's main product lines are: storage tanks; vessels; plate steel fabrication; pipe spooling; structural fabrication; and, a diverse range of stainless steel products. The company's sales range between \$13 million and \$16 million annually. With additional equity of \$4 million a competing company could be acquired and sales could be increased to \$28 million by 1993.

704 Automated Digital Data Conversion

This five-year-old Calgary based company is a proven leader in providing services for scanning related, automated digital data conversion using synthetic pattern recognition technology. As an in-

novator in artificial intelligence, company staff have an in-depth understanding of cartographic, CADD/CAM, GIS, digital mapping and all aspects of data conversion problems. The company also offers related software products and support. The company is seeking an initial \$2 million investment.

721 Educational Toy Manufacturer

This company has been producing high quality educational toys in Edmonton for seven years. Last year it sold 60,000 toys and 73% of those sales were in the U.S.A. The company also uses its excess automated powder coat painting capacity to generate an additional \$10,000 to \$15,000 in revenues per month. Current sales are \$1.5 million which the company projects can be increased to \$3.3 million by entering the European market. Equity of \$250,000 is required to develop these markets.

722 Power Cable/Hose Suspension

This two-year-old Edmonton company manufactures a wide variety of controlled radius suspension systems for small to large bore hoses used in the transfer of petrochemicals as well as for high voltage power cables. The North American market for these patented products is estimated to be over \$40 million annually and the company is enjoying steady growth. The current major customer base includes: the worldwide shipping industry, petroleum multi-nationals, mining companies, and utility companies. Equity of \$300,000 is required for working capital to support the planned market expansion.

47 Computerized Road Travel Information

This Calgary based company's database contains approximately 272,000 information records covering most highways in North and Central America, Europe and the Middle East. Within seconds, travelers can obtain detailed printouts showing a variety of information from the type of highway chosen to hotels and other attractions with distances and times between each point in both miles and kilometers. The company is seeking an investment of \$238,000 for expansion purposes, preferably on a partnership basis.

556 Gas Supply Management

Based in Calgary, this five-year-old company provides gas supply management services for industrial gas users in North America. The company works with a group of senior exploration companies for joint ventures to acquire gas reserves for industrial gas users. The company is extending the program into the United States and requires capital of \$250,000 to finance this expansion.

583 Temporary Staffing Services

This Edmonton based company has been operating in Edmonton for 14 years. It has developed a \$4 million business supplying: office clerical staff; industrial staff; contract technicians; and, employee learning services to industry and government. The company wishes to expand two of its operating divisions and open an office in Calgary. Equity of \$300,000 is required.

587 Computerized Pipeline Inspection

This five-year-old Edmonton service company has developed the technology to inspect pipelines buried to a depth of 75 feet. Services include: buried pipeline assessment; river crossing profiles; pipe location and depth of cover surveys; and, pipeline engineering consulting. Soon the company will also be offering a pig-tracking service as well. Equity of up to \$500,000 is required for working capital to service a pent-up demand.

603 Industrial Chemical Cleaning

This two-year-old Beaumont based company has developed a low pressure foam pumping unit for the on-stream external cleaning of fin type cooler fans. It currently services 22% of the Alberta market. The company plans to expand this service in the large Gulf coast market of the U.S.A. as well as to enter the industrial cleaning market in Western Canada. Equity of \$1.25 million is required to build two new pumping units, develop a laboratory and to provide the necessary working capital.

614 Environmental Inspection Services

This young Calgary company has been established to provide independent practical in-field environmental inspection services. Through an integrated network, the company is able to address most concerns a client may have during the monitoring of active, abandoned or under construction project sites or other interests. Equity funding of approximately \$250,000 is being sought for continued marketing, inspector training and working capital. An independent feasibility study is available.

618 Sport Television Series

Based in Edmonton, this two-year-old company is currently in the process of developing a weekly television series on the art of sport fishing in Western Canada. The program is currently being marketed regionally as well as across Canada through a cable distribution network. Efforts are underway to obtain greater broadcast contacts within Canada, in the U.S.A., Asia, and Europe. Equity capital of \$200,000 is required to fully implement the marketing strategy.

623 Scaffolding Contractor

Based in Edmonton this six-year-old company provides scaffolding for numerous industrial plants primarily in Alberta. The company has retained long-term contracts with large industrial complexes such as: Petro Canada; Celanese Canada; TransAlta Utilities; and, Esso Resources. The company now wishes to expand its business into British Columbia markets. Equity of \$1.1 million is required.

624 Heavy Oil Producer

This five-year-old company has eighteen successfully drilled wells located on seven sections of land in Eastern Alberta. The company was recently awarded a grant of \$420,000 by AOSTRA to employ procedures designed to increase production. Financing has been secured to increase production from 12,000 bbls/month to 60,000 bbls/month, and a second phase will further increase production to 105,000 bbls/month. Equity of up to \$3.5 million is required to fully develop the project.

626 Golf Course — Driving Range

Located fifteen minutes from Edmonton, this golf course has been in full operation for four years. Existing assets include: 150 acres of land; an 18 hole fully irrigated golf course, with all of the supporting infrastructure; a licensed club house; a pro shop; a 25 stall driving range; maintenance equipment; and, a tree nursery. A nine hole par 35 executive course and an expansion of the club house are being planned. Equity of up to \$2 million is required.

631 Intermediate Chemical Manufacturer

The company proposes to construct and operate Western Canada's only intermediate facility for the manufacture of specialty oilfield production chemicals. The plant, located in Drumheller, will produce chemical concentrates which can be blended by others for use in corrosion inhibitors, demulsifiers, descalers and water flood friction reducers. The highly qualified management team is in place and ready to execute the business and marketing plans. Total capital investment required is \$6.5 million, of which \$3 million is being sought from a joint venture partner.

647 Western Canada Oil and Gas Exploration Program

This Calgary based company, incorporated in October of 1988, is seeking seed capital to become an active oil and gas company to exploit its present inventory of prospects. In order to evaluate and exploit these prospects, and take advantage of improving market conditions, the company is prepared to make mutually

beneficial arrangements with non-industry companies and investors. Equity capital between \$500,000 to \$1 million is sought to complete the exploration and development program.

651 Oil and Gas Exploration

This one-year-old private oil company located in Calgary is seeking equity partner(s) to support its drilling program. The company is play-rich and has several excellent drilling opportunities ready. Oil is the current focus, due to the principals' expertise and track record (more than 2 million barrels found for others). The company is able to diversify to mineral exploration as the opportunity arises. Resource tax benefits and incentives are available to equity investors and a joint venture is possible. \$500,000 equity is being sought.

653 Bowling Centre

This new Edmonton based company has a lease arranged to develop a major first class TenPin and FivePin bowling centre in West Edmonton Mall. The project will also involve a lounge, a snack bar, a pro shop and a nursery. The facility will serve an identified Edmonton demand as well as the 9.5 million to 10 million tourists that visit the mall annually. Equity of \$500,000 will be matched by the principals to finance the project.

654 Latex Fire Retardant Products

This company has been operating in Edmonton for five years. The company has developed two new latex fire retardant coating products for the construction and building products industries. Both prod-

ucts require only one application and already have many of their certifications and code approvals in place. Equity of up to \$750,000 is required to purchase additional equipment and to increase working capital.

660 Natural Gas Development

Headquartered in Calgary, this two-year-old private corporation is currently negotiating options to purchase gas wells in an area destined for new pipeline development. This would provide significant additional reserves through further development drilling. Any combination of equity or joint venture capital of \$450,000 is sought to exercise the current option and build a plant and gathering facilities.

663 Electronic Security

Based in Calgary, this two-year-old company markets turnkey security/environmental system packages. These wireless state-of-the-art systems provide 24 hour central monitoring for intrusion, fire, medical alert, and other perils. After two years of market development, the company now seeks \$1.25 million to complete a backlog of orders and initiate its market expansion plan.

665 Window and Door Manufacturer

This window and door manufacturer has been in operation since 1945. Currently the company has a 46,000 square foot factory, office and showroom located on 6 acres in Magrath, Alberta. Company products are readily accepted by the market. The current owner/managers are seeking a younger, progressive owner/

management team; \$800,000 is being sought.

666 Automated Ticket Machine

Based in Calgary, this two-year-old software development company is developing a remote automated ticket purchase and dispensing system for theatre and sporting events. The ATM concept will allow customers to purchase their tickets at convenient locations rather than enduring the long line-ups that frequently occur at the box office outlets. The company is seeking \$300,000 in equity capital to complete development and field testing of the system.

670 New Self-Locking Fastener

This Calgary company proposes to establish a plant to manufacture a unique, patented, self-locking, self-tightening fastener. It is forecasted that a strong niche can be attained in this \$2 billion North American market. Equity capital of \$650,000 is required to complete the project.

671 Handmade Pies

This four-year-old business is looking to expand into franchising. With an excellent reputation for producing the very best handmade pies, this federally incorporated company has all franchise documents and trademarks in place. It requires \$421,000 to finance a pie restaurant in Calgary, to be used as a model franchise outlet.

675 Sports Racing Car

The revolutionary design for this car was

perfected at the Southern Alberta Institute of Technology. The company has developed a high speed prototype, and is seeking \$1.5 million to begin manufacturing in Alberta. The fast growing North American recreational motorsport market is the initial target niche, although broader markets offer almost unlimited scope for future expansion. The company projects sales of over \$10 million per year in a marketplace where there is, as yet, little competition.

676 Hydroponic Greenhouse

This new Edmonton based company is being developed to capitalize on the success of a nine year pilot project in hydroponic greenhouse production. The company will produce herbicide and pesticide free produce to supply Edmonton's \$2.8 million weekly demand for garden fresh affordable vegetables. The greenhouse will operate all year round. Equity of \$2.0 million is being sought to develop an 8,000 square meter facility.

677 Tourist Resort Development

Situated in Lethbridge, this newly-formed company has 700 acres of prime land located along the Old Man River, which is suited for recreational development and housing. A plan has been developed for construction of an 18-hole golf course complete with practise facilities, club house and other recreational amenities. Seven hundred condominium and housing lots will also be developed. Equity capital of \$840,000 is being sought for completion of project funding.

681 High-Tech Wheelchair

This Calgary company was formed to develop the next generation of sophisticated, high-tech powered wheelchairs. Operations began in September 1989 for the purpose of developing a prototype based on a design with operating characteristics superior to existing products. The company's target market is those individuals (approximately one million people in North America) who are dependent upon the use of wheelchairs for their mobility. \$252,000 equity financing is currently being sought to complete the prototype and to prepare for entry into the market.

687 Bent Glass Manufacturer

This six-year-old Calgary based company has been producing bent glass products since 1987. With its technology in place, and an estimated \$6 million to \$8 million annual Canadian market (in architectural, automotive, retail display and furniture glazing applications), the company plans to expand its facilities. In order to meet national market demands, it is necessary to attain higher production volumes and increase production lines. A market survey and business plan have been completed, illustrating this high profit venture. Equity capital of \$560,000 is required for this expansion.

688 Precious Metal Mining

This company's head office is located in Calgary, with a mine in Northern Canada. The company produces 5000-8000 fine ounces of gold per eight-month annual season. Operations have been profitable

for three years, somewhat at the expense of working capital. The company needs expansion funding to increase production and profitability, and to lower unit mining costs through economies of scale. Equity capital of \$500,000 is being sought to improve working capital and facilitate bank financing.

693 Public Facsimile Machines

This Calgary company represents an independent offshoot of a U.S.-based manufacturer. The company has obtained the exclusive rights to market and distribute credit card-activated public facsimile machines in Canada. \$500,000 equity capital is being sought to accelerate expansion of the company into a nationally integrated entity.

695 Franchised Hotel

This new company intends to develop and operate a 46-unit Best Western Hotel/Motel in Pincher Creek. The proposed location is close to a ski hill and on a major highway intersection. Year-round tourist potential exists as well as strong commercial and industrial potential. Equity capital of up to \$250,000 is being sought.

699 Oilfield Construction

Based in Central Alberta, this oilfield construction company has operated since 1977 and has current sales of \$3.5 million. The company specializes in the construction and maintenance of natural gas plants, oil batteries, small diameter pipelines. It also has an electrical division. The company wishes to capitalize on an expected upsurge in activity projected for its

area. Equity of \$500,000 is required to increase working capital.

702 Flat-Proof Bicycle Tires

Based in Calgary, this four-year-old company manufactures and markets a bicycle tire which is totally puncture-proof, can never lose air, has no valve stem, requires no maintenance and provides a soft, air-cushioned ride. The company is interested in sourcing \$1 million of investment capital to expand its operation and take the project to the next level. The company is interested in investors, a joint venture and/or technology transfer with a licensing agreement from parties capable of manufacturing the product.

707 High-Tech Sludge Waste Process

Based in Edmonton this new company has the manufacturing rights for a technology which dries sludge at a fraction of the cost of existing processes. Sludge from virtually any source can be effectively dried so that other revenue sources can be generated from the by-products. The technology is used in Europe and the equipment is presently being commercially manufactured in West Germany. Equity of \$5 million is required to expand into manufacturing, leasing and sales.

711 Snowboard Manufacturing

This five-year-old Calgary based company designs and manufactures snowboards. The company is unique because it is one of the few North American firms capable of producing volumes of snowboards. The product is unique because it is produced in Canada using the latest technology adapted from European

ski and snowboard manufacturers. Due to vigorous market growth and product demand, the company seeks \$250,000 in equity capital for the purpose of increasing its market share.

717 Manufacturer of Hydraulic Pump Jacks

This Calgary based company has been in operation since 1986 and is now ready to produce a revolutionary hydraulic pump jack for the worldwide oil pump market. This artificial pumping system incorporates an advanced electronic and electrical system, complete with a computer-based monitoring control unbeatable on any competitive pumping systems. The company seeks \$500,000 in equity capital for implementing its manufacturing and marketing plans.

718 Portable Waste Compactors

Over the last three years this Calgary based company has developed a high-pressure, portable waste compactor capable of compacting waste to as little as 1/15 of its original volume; the hauling costs are thus reduced accordingly. The units are suitable for construction, camp or commercial sites and have a unique liquid reservoir to accommodate waste that contains liquids. The recent environmental awareness has greatly broadened the market for these units. Equity capital of \$250,000 is required for manufacturing and distribution.

719 Portable Golf Driving Range

This Edmonton based company has been manufacturing "Portable Electronic Golf Driving Ranges" in Edmonton since 1987. These products enable an individual to

practice, test and measure his golf swing without having to go to a driving range. One model is portable and designed for home use; the second product is a coin-operated vending unit for commercial use. Equity of up to \$1.5 million is required for production moulds and marketing.

725 High-Volume/High-G-Force Centrifuge

Based in Calgary, this five-year-old company manufactures and rents high-volume, high-g-force centrifuges for use on drilling rigs. The company is seeking \$500,000 equity capital to expand the present fleet. Investor participation will be considered.

2 High-Tech Plastic Injection Moulding

Based in Edmonton on its own five acre site with approximately 6,000 square feet of office and production space, this company has been operating for seven years. The company is involved in the production of conductive plastics and injection blow moulding. It wishes to start producing 11 sizes of pharmaceutical bottles to compete in a \$24 million per year Canadian market. Equity of up to \$3.5 million is being sought.

88 Computerized Land Mapping

Based in Calgary, this company has created the first electronic land mapping system in the world. Map generation accounts for over \$7 million per year spent by oil and gas firms. The founder has over 35 years in the land business and several key personnel are in place, each having many years in their respective fields. Strong response has been received from potential business users. Installations are

expected to begin in 1990 and system copyrights have been acquired. Equity capital of \$220,000 is being sought.

560 Specialty Retail Store

This four-year-old Edmonton based company has been selling upscale and unique products, not normally found in Canada, for four years. The store offers innovative, high quality products including: electronics; communication products; health and fitness products; special travel packages; recreation and novelty items. The company now wishes to enter into the Calgary markets. Equity of \$200,000 is required.

565 Musical Advertising Image Production

This Edmonton based company has been operating for 12 years. The company designs and produces musical image jingles, radio and television commercials, industrial videos, audio-visual presentations and training materials. The company has developed a high-quality original music advertising catalogue which can be resold many times by the purchaser. Equity of \$250,000 is required to market the catalogue.

574 Mining Minerals

Based in Edmonton for two years, this venture is an active mineral mining and manufacturing company. The company extracts precious minerals, garnet, magnetite and rough silica from large sand deposits in northeastern Alberta. The objective for the company is to mine silica deposits and market the minerals as specialty products for filters, sand blasting, and the manufacture of fiberglass com-

ponents. Equity of \$200,000 is being sought.

591 Manufacturing — Unique Door Frame

This Calgary company intends to manufacture and continue the sales of a unique, quality door frame system with features never before obtainable in wood. The technology was originally imported into Alberta from Denmark. The company has acquired all the specialized equipment from the former manufacturer. Equity capital of up to \$750,000 is being sought for this project which has a proven market and strong earnings potential.

594 Application Software

This computer company has been in operation in Edmonton for one year. It has developed a software package targeted for a specific industry. The company wishes to complete the development of the working prototype and to market the product nationally. Equity of \$250,000 is required to complete the project.

606 Gas Well Drilling

This junior gas company located south of Edmonton owns three sections of land, two of which are on the outskirts of a proven gas field currently in production. All necessary leases and licenses are in place and immediate gas markets are available should drilling prove successful. The project is set up with flow-through share financing, thus attractive tax write-offs and grant money are available to investors. An expected payout of eight months to 1 1/2 years is expected on an investment of \$150,000.

615 New Geophysical Processing Technique

This eight-year-old, Calgary based company is specialized in mathematical and computer modelling. The company has developed geophysical programs which have been successfully tested on the most difficult seismic sections. The company is seeking active partners and an investment of approximately \$150,000 for marketing of geophysical services and software, and the acquisition of hardware.

619 Full Service Cross-Country/Alpine Ski Shop

Set at the foot of the Canadian Rockies, this full-service ski rental business has been renting, selling and repairing all types of ski equipment for six years. The company caters primarily to in-bound ski tour groups who want their ski equipment pre-packaged. Customers' requirements are forwarded to the company via a computerized reservation system, and complete tailored ski packages are waiting for the skiers when they reach the Rockies. Equity of \$285,000 is required to maximize the market potential.

633 Computer Leasing

This Edmonton based company has been operating in the computer sales business for two years. The company now wishes to enter into the computer leasing field. An enormous market demand has been identified by the company for computer leasing services. The market is primarily comprised of professional small businesses, associations and institutes. Equity capital of \$500,000 is required to acquire the needed capital equipment to service the total Western Canadian market.

637 Patented Bridge System

This international company has based its operations out of Edmonton for eight years. It has successfully researched and developed a new bridge system which has cost savings over conventional bridges of up to 50%. To date 70 structures have been built in four countries. Equity of \$170,000 is required to expand sales.

640 High-Tech Additions for Homes

This new Edmonton based company proposes to build modular premanufactured home additions for consumer, commercial and recreational markets. The construction would involve modular post and beam structures with interchangeable roof, floor and wall systems. The company expects sales of \$22 million within four years. Equity capital of \$1.1 million is required to develop plant facilities.

650 Air Cushion Vehicles

Based near Edmonton, this two-year-old company manufactures air cushion vehicles for industrial and recreation uses. Made from aluminium and magnesium alloys, these vehicles can carry payloads of up to 900 pounds over any type of terrain. The company is looking for an investor that can also bring either aeronautical engineering and/or plastic fabrication expertise to the operation. Equity of \$200,000 is also being sought for new model development.

658 High-Tech Shopping Mall Merchandising

This new Edmonton based company has developed a unique computerized adver-

tising medium for retail/service businesses in shopping malls. The computerized electronic display board provides shoppers with discount coupons which can be redeemed at the participating merchants shops. The board operates on a game show format. Equity of \$1.1 million is required to manufacture and sell the kiosk-systems in Canada and the U.S.A.

664 Hockey Garment Product

Based in Calgary, this three-year-old company manufactures a hockey garment that is unique to the sport. This product, which has a number of spin-off potentials, is being manufactured only in Calgary. Excellent potential is indicated for this product in the hockey and sporting goods industry. Equity capital of \$200,000 is being sought for new product development.

672 Commercial Awnings Company

This Edmonton based company has been in operation for two years. The company uses state-of-the-art, computer-assisted design techniques to produce awnings for commercial operations. The manufacturing technologies give it both costs and quality advantages over its competitors. Equity of \$100,000 is needed to expand within the Alberta marketplace.

680 Ice Fishing Equipment

This new Edmonton based company plans to manufacture and distribute a line of ice fishing equipment. The line of products would allow the fisherman to fish in complete enclosed comfort while being able to monitor several other holes by means of tip-ups. The system is considerably

advanced over competitors' products and a large market is projected. Equity of \$4.7 million is being sought.

692 Computerized Service and Goods Directory

This new Calgary company will provide a new advertising concept for businesses. The product will enable businesses to inform the buying public of their goods and services, and will enable motivated consumers to quickly and easily locate a company that can satisfy their needs. Equity capital of \$200,000 is being sought to assist in the start-up costs of this business.

708 Restaurant Investment

This Edmonton based company plans to start a restaurant chain in Alberta. The company will employ an existing franchise system which has been in operation for over 30 years and has 100 operating units. Initially two restaurants will be started with 100% equity financing and additional outlets will be financed from generated cash flow. Equity of \$800,000 is being sought.

715 Complex Mesh-Flame and Explosion Control

Based in the Edmonton area, this new company has developed a complex composition of meshes that have demonstrated capabilities in ignition prevention and flame and explosion control. The meshes have wide industrial and common applications with considerable advantages over competitive products. Market potential for these products is expected to exceed \$100 million within five to ten years. The company is seeking \$850,000 for a majority ownership or a

joint venture partner for further research and development.

716 Food Processing (Exotic Caribbean) Food Products

Based in Edmonton this three-year-old company produces its own brand of spicy Caribbean foods and drinks. The four main product lines are: hot sauce; Jamaican patties; spicy garbanzo beans; and mango drink. The company primarily distributes its products through the IGA but wishes to expand its market into Safeway and Superstore. Equity of \$250,000 is required.

723 Marketing and Servicing Ozone Systems

This new Calgary company intends to market, install and service ozone systems for the treatment of water and wastewater in such applications as cooling towers, swimming pools and municipal drinking water. Initially the product will be marketed in Alberta. An agreement has been reached with an established Canadian manufacturer to supply product and system designs. Equity capital of \$125,000 is required.

728 Transport Administration

This new Edmonton based company will introduce a transport administration development that, with the introduction of a user friendly computer into the cab of the truck and improved cost effective management program, will generate freight savings. At the same time, the product will improve the degree of quality and service that shippers currently enjoy, without adversely affecting the trucker's abilities and net revenues. Project requires \$5 million to complete this venture.

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The Investment Matching Service of Alberta
Alberta Economic Development & Trade
Sterling Place
9940 - 106 Street
Edmonton, AB
T5K 2P6 Canada
Phone: (403) 422-6236
Fax: (403) 422-9319

